

Good Day,

I have been in the collision industry for 50 years, I'm a second-generation owner. I have been involved with vocational schools in the Merrimack valley for 20 years,

I have been a Skill coach & judge for many years watching the best of the best students perform their craft. I have watched the number of participants dwindle over the past 8-10 years.

The industry doesn't look as compelling as other trades because of the compensation rate. A student can get \$10.00 per hour more right out of the vo-tech class room in any of the following trades: carpentry, masonry, electrical and HVAC without the extremely expensive investment in personal equipment and the time it takes to hone their expertise to the point of being productive. Even after years as a technician at the current rate of reimbursement they still lag far behind what others in less skilled jobs can earn. The labor rate is so out of date it is like watching a black & white TV V.S. current 4k HD Color of today. Technology in automobiles is so sophisticated it takes training and tooling to fix them safely and correctly. We are being forced to work on today's vehicles at rate paid to work on less sophisticated vehicles in the 1990s.

Can **YOU** imagine going to work and not getting a pay raise for 28 years?

They say a picture is worth a thousand words, [please open](#) the attachment and see where technology has gone in the past 50 years to protect our loved ones.

Please vote to release HB 1111 from your committee with an "ought to pass" favorable vote. The consumers and the collision repair industry in Massachusetts deserve to be properly reimbursed and protected.

Thank You for your time